

ALASKA

NORTH TO OPPORTUNITY



Strengthening Alaska's Businesses to Support Industry Success
TOOLS AVAILABLE FROM THE STATE OF ALASKA





LETTER FROM COMMISSIONER SUSAN K. BELL

Thanks to the passage of the More Alaska Production Act (SB 21), legislation advancing Alaska gas line development (HB 4 and SB 138), and a portfolio of incentives supporting workforce development, business finance, and Alaska manufacturing—Alaska's future is bright! Increased exploration, development of new fields, and significant state investment in the Alaska LNG Project and Alaska Stand Alone Pipeline, have businesses around the globe looking north to opportunity.

The State of Alaska is working hard to make sure that Alaskans and their businesses are poised to take full advantage of our oil and gas renaissance. To help achieve this, the state offers a number of resources specifically developed to support business' growth and competitiveness. The information in this publication will help you identify available tools. For example:

- Did you know that manufacturing or modifying oil and gas equipment could qualify for a ten percent tax credit as part of the Oil and Gas Service Companies Tax Incentive?
- Have you considered grant programs to help build a trained and prepared workforce ready to capitalize as opportunity arises?
- Do your products qualify as "Made in Alaska" and are you taking advantage of state preferences for locally produced products?

For your reference, we have also included maps identifying which producers own leases in Cook Inlet and the North Slope, as well as contact information for owner-operators in Alaska.

We are here to ensure the voices of Alaska's businesses are heard and that their needs are met. In order to learn more about the needs of the service sector, the Division of Economic Development (DED) is conducting a survey to obtain your feedback regarding challenges facing your business and ideas to improve Alaska's economic landscape. In order to participate, please find a link to the survey at: www.commerce.alaska.gov/dnn/ded/. If you have questions, please contact Gretchen Fauske at the Division of Economic Development at gretchen.fauske@alaska.gov or at (907) 269-8406.

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Alaska's oil and gas industry impacts more than 45,000 workers with annual earnings of \$2.65 billion.

WORKFORCE DEVELOPMENT

The State of Alaska works with the oil and gas industry to build a trained and prepared workforce, supporting Alaska hire and promoting economic development through sustainable, leveraged investments in job creation, job training, and career awareness and preparedness.

Alaska's oil and gas industry impacts more than 45,000 workers with annual earnings of \$2.65 billion. With the potential Alaska LNG project and other oil and gas projects in the pipe, industry in Alaska is growing. **The Alaska Oil and Gas Workforce Development Plan** is an update to a strategic training plan ensuring that Alaskan job seekers are prepared to capitalize on employment opportunities as industry grows.

STRATEGIES INCLUDE:

1. Engaging Alaskans in oil and gas workforce development
2. Training Alaskans for oil and gas industry employment
3. Recruiting qualified candidates or for oil and gas career pathways
4. Retaining a skilled oil and gas workforce
5. Preparing the Alaska Workforce Development system for future oil and gas workforce demand

➤ **LEARN MORE** [labor.Alaska.Gov/OilandGasPlan](http://labor.alaska.gov/OilandGasPlan)

The Alaska Department of Labor and Workforce Development (DOLWD) offers a number of grants to help develop the state's workforce, including the **Alaska Oil and Gas Occupation Fund** which provides competitive grants to employers, trainers, and non-profits offering targeting training for occupations identified in the Alaska Oil and Gas Workforce Development Plan. Focus areas include engineering, geosciences, HSSE, maritime, and remote sensing and inspection.

ADDITIONAL WORKFORCE DEVELOPMENT SYSTEM CAPACITY BUILDING AND TRAINING GRANTS INCLUDE:

Alaska Construction Academies: Alaskan high school students and adults are trained and placed into high demand, construction and trade apprenticeship programs, as defined by the Alaska Workforce Investment Board. By providing School-to-Apprenticeship training programs, AKCA can offer knowledgeable, motivated, entry-level employees to fill high-demand construction industry jobs.

➤ **LEARN MORE** labor.alaska.gov/bp/aca.htm

State Training and Education Program (STEP):

The purpose of the program is to provide training for employed or employable adults, who have worked in a job covered by unemployment insurance, and who need training to improve their prospects for obtaining or retaining employment. Applicants may be non-profit or for-profit organizations, educators, training providers, employers, or other organizations.

➤ **LEARN MORE** <http://www.labor.alaska.gov/bp/step.htm>

Workforce Investment Act – Adult: Individual training allowances are available to eligible adults to increase employment, job retention, earnings, and occupational skills. Three levels of service are possible: core, intensive, and training. Additional support services may also be available for workers experiencing hardships or other barriers to ongoing employment.

➤ **LEARN MORE** labor.alaska.gov/bp/wia_adult.htm

Incentives like the **Alaska Performance Scholarship** and **Individual Training Allowances** help qualified workers advance their careers, and registered apprenticeships or multiple employer apprenticeship programs can be developed through the DOLWD and the U.S. Department of Labor.

➤ **LEARN MORE** labor.alaska.gov/bp

FINANCING OPPORTUNITIES

The State of Alaska is an active partner in financing many business ventures. Offering direct loans, loan guarantees, and even the ability to own or co-invest in projects and infrastructure, Alaska is able to support endeavors ranging from micro-enterprises to major industrial development.

The Alaska Microloan Revolving Loan Fund provides short term loans to Alaska businesses for working capital, equipment, construction or other commercial purposes.

The Small Business Economic Development loan and the **Rural Development Initiative Fund** provide financing for the start-up and expansion of small businesses or businesses in rural Alaska to create long-term private sector employment.

The Alternative Energy Conservation Loan Fund is for the purchase, construction and installation of alternative energy systems or energy conservation improvements in commercial buildings.

➤ **LEARN MORE** commerce.alaska.gov/dnn/ded/FIN.aspx

LOAN FUND	MAX. AMOUNT	MAX. TERM	INTEREST	BANK TURNDOWN
Alaska Microloans	\$35,000 per person or \$70,000 for two or more people	6 years	Set at time of loan approval	Yes for loans of \$35,000 or more
Small Business Economic Development	\$300,000	20 years for fixed assets; 5 years for working capital	Set at time of loan approval	Yes
Rural Development Initiative Fund	\$150,000 per person or \$300,000 for two or more people	25 years	Set at time of loan approval	Yes
Alternative Energy Conservation Loan Fund	\$50,000	20 years	Set at time of loan approval	Yes for loans more than \$30,000

Additional requirements and restrictions apply.

The **Alaska Industrial Development and Export Authority** (AIDEA) is the State of Alaska's finance authority for development projects. AIDEA works in partnership with the private sector, allowing the state to be a competitive financing partner and retain Alaska investment, which is recovered through modest rate of return and negotiated user fees. AIDEA has \$1.3 billion in assets under management with a Standard and Poor's credit rating of AA+.

AIDEA PROVIDES:

- Long-term commercial and project financing
- Ownership in all or part of a project or infrastructure development
- Co-investment through a corporation or LLC in a project or infrastructure development

➤ **LEARN MORE** www.aidea.org

UNDERSTANDING THE MORE ALASKA PRODUCTION ACT

Governor Parnell signed The More Alaska Production Act (MAP Act) into law on May 21, 2013. The MAP Act has fueled new discoveries and investment in Alaska (BP - \$1 billion with \$3 billion more under evaluation, ConocoPhillips – new rig and new developments, Repsol, and Brooks Range Petroleum), and new investment by Alaska contractors. The MAP Act is fair to Alaskans, drives new production, is simple and balanced, and makes Alaska competitive for the long term.

“With Alaska oil production shrinking, the riskiest course is to continue taxing more than almost anywhere in the world and thinking we can get away with it without hurting future generations of Alaskans.”

– Governor Sean Parnell

Fair to present and future generations of Alaskans.

- Provides a fair and more stable revenue stream for Alaskans at all oil prices by increasing the base tax rate from 25% to 35%.
- Cuts risk to the people's treasury at low oil prices by reducing capital tax credit payments.
- Future generations benefit as investments today lead to production, jobs, and revenues tomorrow

Drives new production; companies get tax benefits by actually producing oil.

- Alaska spent roughly \$3.8 billion on tax credits through FY 2012, based on company spending, not production. The result: production continued to decline
- The MAP Act incentivizes more production:
 - GRE: Taxes new oil production at a lower rate
 - Per barrel credit: \$5 dollar per barrel for new oil; sliding scale for legacy fields

Simple tax structure that provides balance across all oil prices.

- More simple flat tax rate of 35% in place without complex and variable monthly progressivity calculations
- Links tax incentives to actual production and eliminates credits not incentivizing production
- Saves Alaska's treasury \$800-\$825 million each year for the next two years by eliminating the 20% capital expenditure credit, which was not tied to production

Alaskans benefit for the long term with a competitive tax system.

- The MAP Act has already brought commitments of substantial investment to Alaska. These investments, and more to come, will mean economic opportunity far into the future.
- Eliminates progressivity, making Alaska competitive with other oil-producing regions
- Increased base tax rate raises more revenues at lower oil prices

What the MAP Act Does

1. Increases base tax rate to 35%.
2. Tax benefit for new production: Gross Revenue Exclusion (GRE).
3. \$5 per barrel tax credit for GRE oil produced.
4. Sliding scale per barrel credit for all other oil produced.
5. Extends Middle Earth tax credits from 2016 to 2022.
6. Creates an Oil and Gas Competitiveness Review Board.
7. Establishes a 10% Corporate Income Tax Credit for in-state manufacturing/modification.

BUSINESS ASSISTANCE

The Alaska Small Business Development Center assists small businesses by offering on-site and online training by experienced business experts, as well as confidential one-on-one business advising for the full business lifecycle.

➤ [LEARN MORE aksbdc.org](https://aksbdc.org)

AK SourceLink supports Alaska's business community by providing access to a network of non-profits, government agencies, and university programs offering a range of services.

➤ [LEARN MORE aksourcelink.com](https://aksourcelink.com)



TAX INCENTIVES

The State of Alaska offers tax credits to spur economic development and support Alaska's manufacturers working in the oil and gas industry.

The **Oil and Gas Service Companies Tax Incentive** provides a 10 percent credit for qualifying in-state expenditures, which are the manufacturing or modification of oil and gas equipment. The incentive is a transferable credit with a maximum of \$10 million per taxpayer, per year.

EXAMPLE: If \$10,000,000 is spent on qualified expenditures, the benefit to business would be a \$1,000,000 tax credit.

The **Education Tax Credit** applies to cash donations to qualified educational institutes or foundations. A portion of the donation may be taken as a credit against tax liability, and may be used in addition to all other credits. The education credit has a maximum of \$5,000,000.

➤ [LEARN MORE tax.alaska.gov](https://tax.alaska.gov)

The Work Opportunity Tax Credit (WOTC) is a federal tax credit program incentivizing employers to hire individuals facing significant barriers to employment. These federal tax credits encourage employers to hire from nine targeted groups of job seekers by reducing the employers federal income tax liability by as much as \$9,6000.

NEW HIRES ELIGIBLE FOR THE FEDERAL EMPLOYER TAX CREDIT ARE:

1. Temporary Assistance for Needy Families recipient
2. Veterans
3. Ex-felons
4. Designated Community Residents
5. Vocational Rehabilitation referral

6. Qualified Summer Youth
7. Food Stamp recipient
8. Supplemental Security Income recipient
9. Long-term Family Assistance recipient
10. Tax credits are calculated differently for each of the nine groups, and various eligibility criteria such as age, timing of service, and other circumstances also dictate eligibility.

➤ **LEARN MORE** <http://jobs.alaska.gov/wotc/WOTC.pdf>

PROMOTIONAL AND PRODUCT PREFERENCE PROGRAMS

The **Alaska Product Preference** is a preference for products manufactured in-state applied to bids on State contracts. Under the State's procurement code, products certified in the program can provide a local bidder with a preference of three, five, or seven percent:

- Class I, 25 – 49 percent produced/ manufactured in state receives, a 3% bid preference;
- Class II, 50 – 74 percent produced/ manufactured in state receives a 5% bid preference; and,
- Class III, 75 – 100 percent produced/ manufactured in state receives 7% bid preference.

Timber, lumber, and local forest products may also be registered in the **Alaska Forest Product Preference Program** and receive a seven percent preference in a state procurement bid.

The **Made in Alaska** program supports local manufacturers by using the Made in Alaska emblem to differentiate between Alaska-made products and products produced out of state. Products that are 51 percent or more produced in-state are eligible for the program. Participants also benefit from promotional activities and receive access to low or no cost training through the Alaska Small Business Development Center.

➤ **LEARN MORE** commerce.alaska.gov/dnn/ded/DEV.aspx

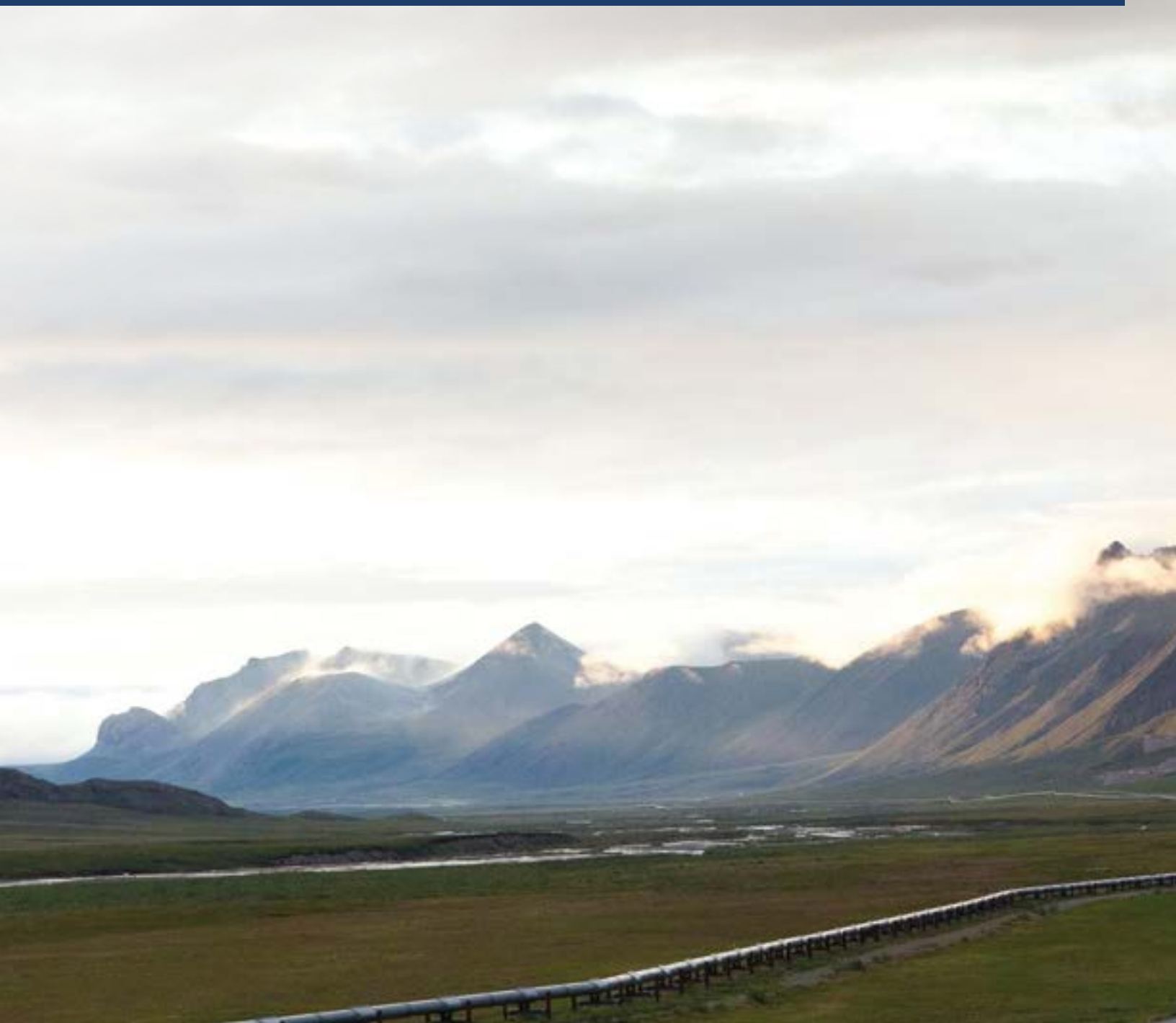
BUSINESS AND RETENTION SURVEY

Take the Alaska Support Industry Business and Retention Survey and share your ideas for improving Alaska's economic landscape!

The survey will be available at:
www.commerce.alaska.gov/dnn/ded/
and will also be emailed to Alliance membership.

For additional questions, contact:

Gretchen W. Fauske
Alaska Division of Economic Development
(907) 269-8406
gretchen.fauske@alaska.gov





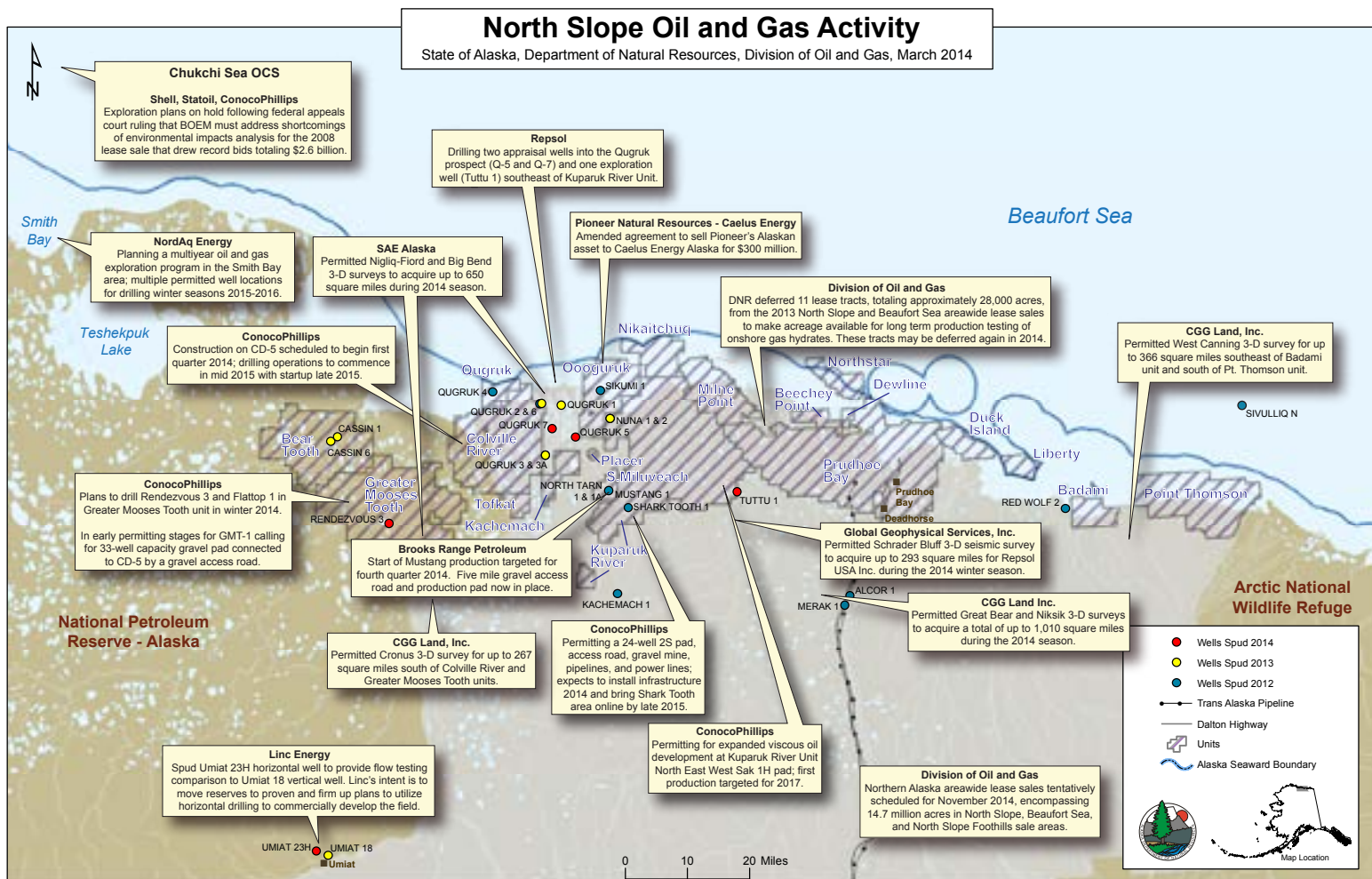
**The average community derives
76% of its new jobs and capital
investment from existing businesses.**

COOK INLET OIL AND GAS ACTIVITY

State of Alaska, Department of Natural Resources, Division of Oil and Gas, March 2014



NORTH SLOPE OIL AND GAS ACTIVITY





The oil and gas industry's spending in Alaska accounted for \$3.45 billion in total private sector wages.

– *The Role of the Oil and Gas Industry in Alaska's Economy, McDowell Group, Inc.*

OWNER OPERATOR PROFILES

Alyeska Pipeline Service Company

was incorporated in 1970 to design, build, operate and maintain the pipeline, pump stations and the Valdez Marine Terminal. The pipeline itself runs 800 miles, from Prudhoe Bay to Valdez. Since the startup of the pipeline in 1977, the Trans Alaska Pipeline System (TAPS) has successfully transported more than 16 billion barrels of crude oil from Alaska's North Slope.

ADDRESS: 3700 Centerpoint Drive, P.O. Box 196660, Anchorage, AK 99519-6660
TEL: (907) 787-8700
FAX: (907) 787-8924
www.alyeska-pipeline.com

Apache Corporation Apache Corporation

is an oil and gas exploration and production company with operations in the United States, Canada, Egypt, the United Kingdom North Sea, Australia and Argentina. In Alaska, Apache has leased approximately 850,000 acres onshore, in tidal areas and offshore in the Cook Inlet Basin, an underexplored oil and gas producing region that was first developed in the 1950s and 1960s.

ADDRESS: 510 L Street Suite 310, Anchorage, Alaska 99501
TEL: (907) 272-2722
FAX: (907) 277-0005
www.apachecorp.com

BP operates across six continents, with products and services available in 100 countries. BP Exploration (Alaska) Inc. opened its first office in Alaska in 1959 and is an upstream business unit of the BP Group. BP Exploration (Alaska) Inc. operates 13 North Slope oil fields and four North Slope pipelines and owns significant interest in six

other producing fields and TAPS. BP's net production rate in Alaska is 204,000 barrels of oil equivalent per day.

ADDRESS: P. O. Box 196612, Anchorage, AK 99519-6612
TEL: (907) 561-5111
FAX: (907) 564-5900
www.bp.com

Caelus Energy, LLC (Caelus) is a privately held independent exploration and production company based in Dallas, Texas with an office in Anchorage. Caelus is a majority owner and operator of the Oooguruk development on the North Slope of Alaska. The company is focused on the pursuit, identification and development of unique opportunities across Alaska and other oil and gas producing jurisdictions.

ADDRESS: 700 G Street, Suite 600, Anchorage, AK 99501
TEL: (907) 277-2700
FAX: (907) 343-2190
www.caelusenergy.com

Chevron Corporation is one of the world's leading integrated energy companies, with subsidiaries that conduct business across the globe. In 1888, Chevron began selling retail products in the territory of Alaska. Chevron began exploration efforts in Alaska in the 1930's and has had a major presence in the Cook Inlet since 1957, when it was instrumental in the discovery of the Swanson River oil field. Chevron has joint venture interests on the North Slope.

ADDRESS: P.O. Box 196247, Anchorage, AK 99519
TEL: (907) 276-7600

ConocoPhillips Alaska is Alaska's largest oil producer and one of the largest owners of state and federal exploration leases, with approximately 1.2 million net undeveloped acres at year-end 2012. ConocoPhillips has been a leader in oil and gas exploration and development in Alaska for more than 50 years. Significant oil development and exploration opportunities still exist on shore on the North Slope of Alaska as well as in the Chukchi and Beaufort seas. Additionally, in conjunction with other producers, the company is evaluating potential LNG exports from the North Slope's vast gas resources.

ADDRESS: 700 G Street 99501,
P.O. Box 100360,
Anchorage, AK 99510-0360
TEL: (907) 276-1215
www.conocophillips.com

Doyon, Limited is the largest private landowner in the State of Alaska at 12.5 million acres. Doyon has a long and productive history working with industry and private capital to explore for hydrocarbons, precious metals and base metals. Exploration projects range from 100% Doyon funded ventures to conventional landowner lessor/lessee relationships with third parties. Doyon affiliated companies are heavily involved in support services to the natural resource development sector in Alaska, especially the oil and gas industry. With seven drill rigs, Doyon Drilling has been a leader in Arctic drilling for over 30 years.

ADDRESS: 1 Doyon Place Fairbanks,
Alaska 99701
TEL: (907) 459-2000
FAX: (907) 459-2060
www.doyonoil.com

Eni is an integrated energy company with global operations in more than 70 countries and employs more than 78,000 people. Since 2005, Eni has had a varied and growing exploration and development portfolio in Alaska. Eni owns interests in 172 leases in Alaska. 89 leases are located in the federal OCS and 83 are state leases. Eni owns 100% working interest and is operator of the Nikaitchuq Field located at Oliktok Point. Eni also owns 30% of the Ooguruk Field, operated by Pioneer Natural Resources. Total US production for Eni is in excess of 120,000 barrels of oil equivalent per day.

ADDRESS: 3800 Centerpoint Drive, Suite 300,
Anchorage, AK 99503
TEL: (907) 865-3300
FAX: (907) 865-3380
www.eni.com

ExxonMobil operates facilities or markets products in most of the world's countries and explores for oil and natural gas on six continents. Its history in Alaska spans more than 50 years. ExxonMobil is the operator of Point Thomson, located 60 miles east of Prudhoe Bay. In addition, ExxonMobil has working interests in the Prudhoe Bay, Kuparuk, Endicott and Granite Point fields. During 2009, ExxonMobil's average daily production in Alaska was approximately 123,000 barrels of oil equivalent per day.

ADDRESS: 3301 C Street, Suite 400 (99503),
P.O. Box 196601,
Anchorage, AK 99519
TEL: (907) 561-5331
FAX: (907) 564-3789
www.exxonmobil.com

Furie Operating Alaska, LLC ("Furie") focuses on the exploration and production of natural gas and oil in the Cook Inlet region of Alaska. Furie is presently drilling both exploration and development wells with a jackup rig in the Cook Inlet. A platform, pipeline, and onshore production facility will be installed in the summer of 2014 with production commencing in the fall of 2014.

ADDRESS: 1029 W. 3rd Avenue, Suite 500,
Anchorage, AK 99501
TEL: (907) 277-3726
FAX: (907) 277-3796
www.furiealaska.com

Hilcorp was founded in 1989, is one of the largest privately-held independent oil and natural gas exploration and production companies in the United States. Headquartered in Houston, TX, Hilcorp has over 1,000 employees and 11 operating areas including the Gulf Coast region, the Gulf of Mexico, the Rockies and Alaska's Cook Inlet. Operating across the United States, Hilcorp continues to grow by actively acquiring and developing conventional assets while expanding its footprint into a number of new resource plays.

ADDRESS: 3800 Centerpoint Drive, Suite 100,
Anchorage, AK 99503
TEL: (907) 777-8300
FAX: (907) 777-8310
www.hilcorp.com

Petro Star Inc. was incorporated in 1984 and is the only Alaskan-owned refining and fuel marketing company. It maintains fuel sales groups in seven Alaska communities (Fairbanks, Anchorage, Valdez, North Pole, Kodiak, St. Paul and Unalaska) and refineries in both North Pole and Valdez. Petro Star's two refineries draw crude supply from TAPS to produce off-road and marine diesel, commercial and military jet fuel, and home heating oil.

ADDRESS: 3900 C Street Suite 802,
Anchorage, AK 99503-5963
TEL: (907) 339-6600
FAX: (907) 339-6654
www.petrostar.com

Repsol, one of the world's largest oil companies, operates in more than 30 countries with a worldwide workforce of more than 36,000 employees. Alaska is an especially promising area for Repsol, and the company is actively exploring on the North Slope. The company holds 156 onshore blocks to the west of the Kuparak River and Prudhoe Bay fields. Repsol also holds 93 offshore leases (100% working interest) in the Chukchi Sea and 71 leases (20% working interest) in the Beaufort Sea.

ADDRESS: 1029 W. 3rd Ave., Suite 260,
Anchorage, AK 99501
TEL: (907) 375-6900
FAX: (907) 375-6930
www.repsol.com

Shell Exploration & Production Company

explores and produces oil and gas in a number of countries including Australia, Scotland, Russia, Nigeria, Brunei, Norway, Canada, the U.S. and Brazil. Shell first came to Alaska in 1960 and currently holds 137 leases in the Beaufort Sea and 275 leases in the Chukchi Sea. Shell believes the offshore could prove to be the next major chapter in Alaska's oil and gas history.

ADDRESS: 3601 C Street, Suite 1000,
Anchorage, AK 99503
TEL: (907) 770-3700
FAX: (907) 770-3636
www.shell.us

Statoil is an international energy company with operations in 40 countries. Statoil is the largest offshore operator in the world, with more than 35 years of oil and gas production on the Norwegian continental shelf. Statoil entered the U.S market in 2002 and expanded into Alaska by acquiring 16 leases (14 of which are joint bids with Eni Petroleum) in the Chukchi Sea in 2008. Statoil is also a 25% owner in the Devils Paw Chukchi Sea prospect.

ADDRESS: 3800 Centerpoint Drive, Suite 920,
Anchorage, AK 99503

TEL: (907) 433-5700

FAX: (907) 433-5799
www.statoil.com

XTO Energy, Inc. is the largest producer of natural gas in the domestic U.S., producing natural gas and oil in 18 states. Total oil production for XTO is 64,000 barrels of oil per day, with total gas production of 2.4 billion cubic feet (Bcf) of gas per day. In 1998, XTO purchased two platforms in the Cook Inlet from Shell Exploration & Production, which they continue to operate as well as an onshore production facility located in Nikiski, Alaska. XTO produces about 2,700 barrels of oil per day in Alaska.

ADDRESS: 52260 Wik Road, Kenai, AK 99611

TEL: (907) 776-8473

FAX: (907) 776-2542
www.xtoenergy.com

Tesoro Alaska opened the refinery located in Nikiski, Alaska in 1969. In addition, Tesoro operates six other refineries in North Dakota, Utah, Washington, California, and Hawaii. The company owns and operates over 380 retail stores near those refineries, including 31 in Alaska. Tesoro also brands over 51 independent dealers in Alaska. The Alaska refinery manufactures jet fuel, diesel, gasoline, propane, asphalt and heavy oils.

ADDRESS: PO Box 3369, Kenai AK 99611-3369

TEL: (907) 776-8191

www.tsocorp.com

CONTACT INFORMATION

**Alaska Department of Commerce,
Community and Economic Development**
(907) 269-8150
commerce.alaska.gov

**Alaska Department of Labor and
Workforce Development**
(907) 465-2700
labor.alaska.gov

Alaska Department of Revenue
(907) 465-2300
dor.alaska.gov

**Alaska Industrial Development
and Export Authority**
(907) 771-3000
www.aidea.org

Alaska Small Business Development Center
(907) 786-7276
aksbdc.org

The Alaska Support Industry Alliance
(907) 563-2226
alaskaalliance.com





Strengthening Alaska's Businesses to Support Industry Success
TOOLS AVAILABLE FROM THE STATE OF ALASKA

